

File AOL

**Product and Production Services IP Status**  
**3/13/95**

<b>Production Services IPs</b>	<b>Number of Organizations</b>	<b>Number of Publications/ Services</b>	<b>Value</b>
Currently on WAIS Datacenter	5	23	\$829,000
Currently being developed by WAIS, Inc	6	7	\$577,000
Proposals Outstanding	18	19	\$2,048,000
Pre-proposal Pipeline	<u>21</u>	<u>23</u>	<u>\$2,645,000</u>
Totals	50	72	\$6,099,000

**Software Product Sales**

Current Pipeline	130	\$ 2,022,000
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## **WAIS, Inc. Datacenter Services**

**3/13/95**

<b>Customer</b>	<b>Publication/Newsfeed</b>
<b>1. Currently on WAIS Inc. Datacenter</b>	
Scholastic	Catalogue Service
Intel Tech Doc	Tech Doc
CMP Publications	Communications Week Communications Week International Computer Reseller News Computer Retail Week Electronic Buyers Guide Electronic Engineering Times Home PC Information Week Interactive Age Internet Business Report Netguide Network Computing OEM Magazine VAR Business Windows Magazine
Open Source	AP Reuters Janes Magazine Agence Frabce Presse
Dow Jones	Wall Street Journal Dow Jones News Service Press Release Wires Global Business Reports
<b>2. About to come up on WAIS Inc Datacenter</b>	
Sports Network	Sports Information Service
Reuters	News Service
SF News	San Francisco Examiner San Francisco Chronicle
Michels	Foodnet Service

# Customer Pipeline-- Production Services & Projects

3/13/95

Customer	Q3 Revenue	Q4 Revenue	Additional	Project	Comments
<b>1. Current projects</b>					
AOL Lightning			25,000	Adapt to Internet	Ongoing Enhancements
CMP Expansion	40,950		to be estimated	Magazine Service	
CMP Maintenance	12,300	12,300	to be estimated	Operations & Maintenance	
Datavault	28,496	45,000	89,000	Modifications	Revenue sharing No forecast yet
Dow Jones			20%	News service	
Fulcrum	100,000	50,000	revenue sharin	License for WAN protocol stack	
Intel Port			300,000	Port WAISserver to Intel platform	royalty up to maximum of \$300K + technology
Michels Foodnet	23,434	46,869		Information Service	Image retrieval, AI Search enhancement
NASA SBIR		75,000	523,273	Extend search technology	
New York Times	65,000	24,000	98,000	Prototype news service	
Reuters		150,000	38,800	News Service	continued support and enhancements expected
RJO/DTIC	9,749	33,000	4,216	Modifications	
S.F. Examiner & Chronicle	35,000	98,209	\$2,500/mth	News service	
Scholastic Maintenance	9,000	9,000	\$3,000/mth	Catalogue Service	Continued support and enhancements
Sports Network			33%	Sports information service	Operations and maintenance
Stanford University	10,000	24,964	.	Information service	Revenue sharing No forecast yet
<b>2. Proposal pipeline</b>					
Agence France Presse				News Service	45% Revenue sharing No Forecast yet
Bantam Books			115,000	Online Service	
Conde Nast Traveller			72,000	Online Service	
Database America			121,000	On-line service	Plus 20 % Revenue Sharing
Egghead Software/LVL			200,000	Online Service	
Federal Express			200,000	Online Service	
Hachissille Fillipachi/EDS			100,000	Online Service	
Intel Techdoc		73,000	50,000	On-line service	
Janes Magazine			80,000	Online Service	
Landmark, Alexis			60,000	Online Service	Plus 20% Revenue Sharing
Marriot, Alexis			150,000	Online Service	
McGraw Hill Science Encyclopedia			140,000	Online Service	
McGraw Hill/Shepards			73,000	Online Service	
Philadelphia Inquirer			83,000	Online Service	
Random House			56,000	Online Service	
Rizzoli-Courriere Della Serra			150,000	Online Service	
SEMI			100,000	Online Service	
Simba	50,000	50,000			

**Customer Pipeline-- Production Services & Projects**

3/13/95

Customer	Q3 Revenue	Q4 Revenue	Additional	Project	Comments
State of Calif Legeslative Data Cen	50,000	75,000		State Legislation Online	Plus \$1,900/month maintenance
<b>3. Pre-proposal pipeline</b>					
Academic Press			125,000	Online Service	
Accer Computer/LVL			100,000		
Ameridata			100,000	Online Service	
Aspen Systems			100,000	Online Service	
Block Interactive/Ntl Semi			100,000	Online Service	
Business Wire			100,000	Online Service	
Conde Nast-Newhouse			95,000	Online Service	
CSAA			90,000	Online Service	
Denver Post			150,000	Online Service	
JC Penney			100,000	Online Service	
McGraw Hill - Datapro			95,000	Online Service	
McGraw Hill S&P			90,000	Online Service	
Moodys			75,000	Online Service	
Precept Interactive Network			90,000	Online Service	
Prentice Hall			85,000	Online Service	
Presslink			150,000	Online Service	
Rocky Mt. News			100,000	Online Service	
Sports Fan Radio Network			200,000	Online Service	
State of Calif- Educ			125,000	Online Service	
The Washington Post			100,000	Online Service	
TRW			250,000	Online Service	
Wiley and Sons			100,000	Online Service	
Williams Sonoma			125,000	Online Service	

AS OF 3/10/95	Product Sales Pipeline					
					PROB	FACTORED
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
AMERICAN GEOPHYSICAL UNION	SELVIN INPARAJ	SINGLE	Mar-95	13,500	90%	12,150
DATALYTICS	DAYTON, OHIO	SINGLE	Mar-95	15,000	90%	13,500
EBSCO DOCUMENT SVCS	BURLINGAME, CA	(2) SINGLE	Mar-95	15,000	90%	13,500
KPMG/PEAT MARWICK	PALO ALTO, CA	(2) SINGLE	Mar-95	20,000	90%	18,000
SUN SENTINEL	FT LAUDERDALE, FL	SINGLE	Mar-95	15,000	90%	13,500
BLM		SINGLE	Mar-95	15,000	90%	13,500
MIGA/WORLD BANK		SINGLE	Mar-95	20,000	90%	18,000
PACBELL		SINGLE	Mar-95	14,000	90%	12,600
SPRY FREEWARE		LICENSE TO BUNDLE FREE	Mar-95	25,000	90%	22,500
SPRY SERVER		SINGLE	Mar-95	10,000	90%	9,000
SANTA CRUZ OPERATION	SANTA CRUZ, CA	(3) SGL SERVERS	Mar-95	42,285	90%	38,057
TOTALS FOR MARCH 95				204,785		184,307
OFF OF SCIENTIFIC & TECH INFO	OAKRIDGE, TENNESSE	MTCE	Apr-95	5,000	90%	4,500
EDS/CADILLAC	WARREN, MI	SINGLE	Apr-95	15,000	80%	12,000
WEST PUBLISHING	ST PAUL, MN	MTCE	Apr-95	15,000	80%	12,000
EASTVIEW PUBLICATIONS	MINNEAPLOIS, MN	SINGLE	Apr-95	15,000	70%	10,500
ELI LILLY & CO	INDIANAPOLIS, IN	SINGLE	Apr-95	13,500	70%	9,450
MENTOR GRAPHICS	WILSONVILLE, OR	SINGLE	Apr-95	14,000	70%	9,800
TANDEM COMPUTER	CUPERTINO, CA	SINGLE	Apr-95	15,000	70%	10,500
US ARMY INFO SYS ENG	SIERRA VISTA, AZ	SINGLE	Apr-95	25,000	70%	17,500
LAVAL UNIVERSITY	STE-FOY, QUEBEC	SINGLE	Apr-95	12,000	70%	8,400
MEDICAL DATA INTERFACE DESIGN	MALDEN, MASS	SINGLE	Apr-95	15,000	70%	10,500
MORGAN STANLEY	NEW YORK, NY	(2) SINGLE	Apr-95	22,500	70%	15,750
NAT'L CTR FOR SUPERCOMPUTING	CHAMPAIGN, IL	SINGLE	Apr-95	7,500	70%	5,250
MIDDLEWORLD	REYKJAVIK, ICELAND	SINGLE	Apr-95	17,250	60%	10,350
SWEDISH UNIV OF AGRICULTURE	UPPSALA, SWEDEN	SINGLE	Apr-95	17,250	60%	10,350
UNIVERSITY OF IOWA	IOWA CITY, IOWA	SINGLE	Apr-95	12,000	60%	7,200
SRI INTERNATIONAL	MENLO PARK, CA	SINGLE	Apr-95	15,000	50%	7,500

AS OF 3/10/95	Product Sales Pipeline					
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	PROB %%	FACTORED \$\$
TOTALS FOR APRIL 95				236,000		161,550
TASC	RESTON, VA	(2) SINGLE	May-95	22,500	80%	18,000
DELPHI INTERNET SERVICES	CAMBRIDGE, MASS	MTCE	May-95	15,000	80%	12,000
AT&T BELL LABS	HOLMDEL, NJ	SINGLE	May-95	13,500	70%	9,450
US DEPT OF AGRICULTURE	WASHINGTON, D.C.	SINGLE	May-95	15,000	70%	10,500
CHEVRON RESEARCH CORP	RICHMOND, CA	SINGLE	May-95	15,000	70%	10,500
HAUSNER & TAYLOR	CLEVELAND, OH	SINGLE	May-95	12,000	70%	8,400
ENGINEERING SYSTEMS RESEARCH	MENLO PARK, CA	SINGLE	May-95	15,000	60%	9,000
FMC CORPORATION	SANTA CLARA, CA	SINGLE	May-95	15,000	60%	9,000
NATIONS BANK	CHICAGO, ILLINOIS	SINGLE	May-95	14,000	60%	8,400
SILICON GRAPHICS CORP	MOUNTAIN VIEW, CA	SINGLE	May-95	15,000	60%	9,000
UNIVERSITY OF MAINE	ORONO, MAINE	SINGLE	May-95	15,000	60%	9,000
UNIVERSITY OF QUEBEC	MONTREAL, QUEBEC	SINGLE	May-95	15,000	60%	9,000
BINA INFORMATION SYSTEMS	WILLOWDALE, ONT	SINGLE	May-95	15,000	60%	9,000
BRENTWOOD LIFE	WOODLAND HILLS, CA	SINGLE	May-95	15,000	60%	9,000
CHIAT/DAY ADVERTISING	VENICE, CA	SINGLE	May-95	15,000	60%	9,000
DELUXE DATA SYSTEMS	MILWAUKEE, WI	SINGLE	May-95	15,000	60%	9,000
MICROAGE COMPUTER CENTER	MIAMI, FL	SINGLE	May-95	12,000	60%	7,200
PRINCIPAL FINANCIAL GROUP	DES MOINES, IA	SINGLE	May-95	15,000	50%	7,500
TOTALS FOR MAY 95				269,000		172,950
COMPUTERVISION	BEDFORD, MA	SINGLE	Jun-95	15,000	70%	10,500
WASHBURN UNIVERSITY	TOPEKA, KS	SINGLE	Jun-95	12,000	70%	8,400
BUREAU OF NAT'L AFFAIRS	WASHINGTON, D.C.	SINGLE	Jun-95	15,000	70%	10,500
KQED INC.	SAN FRANCISCO, CA	SINGLE	Jun-95	13,500	70%	9,450
MASTERCARD	NEW YORK, NY	SINGLE	Jun-95	15,000	70%	10,500
EMERGING BUSINESS TECH	JACKSONVILLE, FL	SINGLE	Jun-95	15,000	60%	9,000
UNITED NATIONS	NEW YORK, NEW YOR	SINGLE	Jun-95	12,450	60%	7,470
UNIVERSITY OF CINCINNATI	CINCINNATI, OHIO	SINGLE	Jun-95	12,000	60%	7,200

AS OF 3/10/95	Product Sales Pipeline					
					PROB	FACTORED
ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
UNIVERSITY OF VICTORIA	VICTORIA, B.C.	SINGLE	Jun-95	12,750	60%	7,650
US HALACOST MEMORIAL	WASHINGTON, D.C.	SINGLE	Jun-95	15,000	60%	9,000
BELL SOUTH	BIRMINGHAM, AL	SINGLE	Jun-95	15,000	60%	9,000
LDDS COMMUNICATIONS	DES PLAINES, IL	SINGLE	Jun-95	15,000	60%	9,000
FARM CREDIT SERVICES	SPOKANE, WASH	SINGLE	Jun-95	15,000	60%	9,000
INFORMATION PURVEYORS	SAN FRANCISCO, CA	SINGLE	Jun-95	15,000	60%	9,000
MICROMEDIA LTD	TORONTO, ONTARIO	SINGLE	Jun-95	15,000	60%	9,000
TOWERY PUBLISHING	MEMPHIS, TN	SINGLE	Jun-95	12,000	60%	7,200
CIESIN	UNIV CENTER, MI	SINGLE	Jun-95	15,000	50%	7,500
FISHER PRICE INC.	NEW YORK, NY	SINGLE	Jun-95	15,000	50%	7,500
MEGASOFT	FREEHOLD, NJ	SINGLE	Jun-95	13,500	50%	6,750
PENN STATE UNIVERSITY	STATE COLLEGE, PA	SINGLE	Jun-95	12,000	50%	6,000
PURCHASE LIMITED	NEW YORK, NY	SINGLE	Jun-95	13,500	50%	6,750
TOTALS FOR JUNE 95				293,700		176,370
VANDERBILT UNIVERSITY	NASHVILLE, TN	SINGLE	Jul-95	12,000	80%	9,600
ECHOLON CORP	PALO ALTO, CA	SINGLE	Jul-95	15,000	70%	10,500
FORD MOTOR CO	DEARBORN, MI	SINGLE	Jul-95	15,000	70%	10,500
MCC	AUSTIN, TX	SINGLE	Jul-95	12,000	70%	8,400
NASA/AMES RESEARCH CTR	MOFFET FIELD, CA	SINGLE	Jul-95	13,500	70%	9,450
REUTERS HEALTH INFO SYSTEMS	NEW YORK, NY	SINGLE	Jul-95	15,000	70%	10,500
SYMANTEC CORP	SANTA MONICA, CA	SINGLE	Jul-95	13,500	70%	9,450
TEXAS INSTRUMENTS	SHERMAN, TX	MULTI	Jul-95	45,000	70%	31,500
TRINZIC CORPORATION	PALO ALTO, CA	SINGLE	Jul-95	13,500	70%	9,450
WALT DISNEY PICTURES	BURBANK, CA	SINGLE	Jul-95	15,000	70%	10,500
UCSF LIB & CTR FOR KNOWLEDGE	SAN FRANCISCO, CA	SINGLE	Jul-95	15,000	60%	9,000
HITACHI	SAN JOSE, CA	SINGLE	Jul-95	12,000	60%	7,200
INTELLIQUEST	AUSTIN, TX	SINGLE	Jul-95	15,000	60%	9,000
KANSAS CITY STAR	KANSAS CITY, MO	MULTI	Jul-95	45,000	60%	27,000
NORTHERN TELECOM	NASHVILLE, TN	SINGLE	Jul-95	15,000	60%	9,000



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ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
SEQUENT COMPUTER	BEAVERTON, OR	SINGLE	Jul-95	13,500	60%	8,100
WESTERN PSYCHIATRICINSTITUTE	PITTSBURGH, PA	SINGLE	Jul-95	12,000	60%	7,200
BASLINE II, INC.	NEW YORK, NY	SINGLE	Jul-95	15,000	50%	7,500
CANADA COMMUNICATIONS	OTTAWA, CANADA	SINGLE	Jul-95	15,000	50%	7,500
DATA GENERAL CORP	WILSONVILLE, OR	SINGLE	Jul-95	15,000	50%	7,500
PFIZER, INC.	GROTON, CT	SINGLE	Jul-95	15,000	50%	7,500
SOFRAPE	LAVAL, QUEBEC	SINGLE	Jul-95	12,000	50%	6,000
US AGENCY FOR INT'L DEVELOP	ARLINGTON, VA	SINGLE	Jul-95	13,500	50%	6,750
TOALS FOR JULY 95				382,500		239,100
ELECTRIC PRESS	RESTON, VA	SINGLE	Aug-95	15,000	70%	10,500
HAMILTON STANDARD	WINDSOR LOCKS, CT	SINGLE	Aug-95	15,000	70%	10,500
JOHNS HOPKINS UNIVERSITY	BALTIMORE, MD	SINGLE	Aug-95	15,000	70%	10,500
NOVX SYSTEMS INTEGRATORS	SEATTLE, WA	(4) SINGLE	Aug-95	40,000	70%	28,000
SOUTHWESTERN BELL	ST LOUIS, MO	SINGLE	Aug-95	15,000	70%	10,500
CCH, INC.	RIVERWOODS, IL	SINGLE	Aug-95	15,000	60%	9,000
CNA INSURANCE	CHICAGO, IL	SINGLE	Aug-95	15,000	60%	9,000
HARCOURT BRACE	FT WORTH, TX	SINGLE	Aug-95	13,500	60%	8,100
KKSF/KDFC RADIO	SAN FRANCISCO, CA	SINGLE	Aug-95	12,000	60%	7,200
MEDICAL BOARD OF CALIFORNIA	SACRAMENTO, CA	MULTI	Aug-95	40,000	60%	24,000
MEREX, INC.	ROCKVILLE, MD	SINGLE	Aug-95	12,000	60%	7,200
MESA CONSULTING.	ROSSLYN, VA	SINGLE	Aug-95	13,500	60%	8,100
NAVAL RESEARCH LABORATORY	WASHINGTON, D.C.	MULTI	Aug-95	40,000	60%	24,000
SAIC	McLEAN, VA	SINGLE	Aug-95	13,500	60%	8,100
SHELL DEVELOPMENT	HOUSTON, TX	SINGLE	Aug-95	15,000	60%	9,000
TRW/ESL	SUNNYVALE, CA	SINGLE	Aug-95	15,000	60%	9,000
UNIVERSITY OF VIRGINIA	CHARLOTTESVILLE, VA	SINGLE	Aug-95	12,000	60%	7,200
VIEWTEXT INFORMATION SERVIES	PHILADELPHIA, PA	SINGLE	Aug-95	13,500	60%	8,100
MOTOROLA EMRGING COMP OPS	AUSTIN, TX	SINGLE	Aug-95	13,500	60%	8,100
BC HYDRO	BURNABY, B.C.	SINGLE	Aug-95	15,000	50%	7,500

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ACCOUNT NAME	CITY, STATE	PRODUCT	MONTH	\$\$	%%	\$\$
COMPUTER SCIENCES CORP	FALLS CHURCH, VA	SINGLE	Aug-95	15,000	50%	7,500
EXPERTS CHOICE SOFTWARE	AUSTIN, TEXAS	SINGLE	Aug-95	15,000	50%	7,500
PACIFIC GAS & ELECTRIC	SAN FRANCISCO, CA	SINGLE	Aug-95	15,000	50%	7,500
UPPER DECK COMPANY	CARLSBAD, CA	SINGLE	Aug-95	12,000	50%	6,000
TOTALS FOR AUGUST 95				415,500		252,100
BECHTEL NATIONAL INC.	SAN FRANCISCO, CA	SINGLE	Sep-95	15,000	70%	10,500
NOAA ENVIRONMENTAL INFO SVC	WASHINGTON, D.C.	SINGLE	Sep-95	12,000	70%	8,400
SANDIA NATIONAL LABS	ALBUQUERQUE, NM	SINGLE	Sep-95	13,500	70%	9,450
US ARMY CORPS OF ENGINEERS	FAIRFAX, VA	SINGLE	Sep-95	12,000	70%	8,400
COLLEGE CENTER FOR LIB AUTO	TALLAHASSEE, FL	SINGLE	Sep-95	15,000	60%	9,000
COMMERCE CONNECTION	NEWTON, MASS	SINGLE	Sep-95	15,000	60%	9,000
FOURTH MESA	BALTIMORE, MD	SINGLE	Sep-95	15,000	60%	9,000
SPACE & NAVAL WARFARE CENTER	WASH, D.C. (?)	SINGLE	Sep-95	15,000	60%	9,000
TEST DRIVE	SANTA CLARA, CA	SINGLE	Sep-95	12,000	60%	7,200
UNICOR	WASHINGTON, D.C.	SINGLE	Sep-95	13,500	60%	8,100
ENERGY RESOURCE CONVER BOARD	CALGARY, ALBERTA	SINGLE	Sep-95	15,000	50%	7,500
INSTITUTE OF GAS TECHNOLOGY	DES PLAINES, IL	SINGLE	Sep-95	13,500	50%	6,750
NETWORK PUBLISHING, INC.	PROVO, UT	SINGLE	Sep-95	12,000	50%	6,000
SCHLUMBERGER LIMITED	NEW YORK, NY	SINGLE	Sep-95	13,500	50%	6,750
TCSI CORPORATION	BERKELEY, CA	SINGLE	Sep-95	13,500	50%	6,750
UNIVERSITY OF ST. THOMAS	ST. PAUL, MN	SINGLE	Sep-95	15,000	50%	7,500
TOTALS FOR SEPTEMBER 95				220,500		129,300
TOTALS FOR ALL MONTHS				2,021,985		1,315,677